





NA Media  
Vice President Pipeline Report

Deal	Vice President	Product	Probability	Month	2003 Pipeline
Comcast Corp - IG offering (2H 03) (D031604)	Hartka, Jason	Bonds-Corp. Investment Grade	0.00	Jun	1,106
Scientific-Atlantic - Acq of Netgear (D031555)	Hartka, Jason	Acquisition Advisory	0.00	Sep	2,552
					3,658

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DB 000680

**NA Media**  
**2003 Revenue vs 2003 Plan / 2002 Actuals**  
Euro 000's

Regional View	Europe	Americas	Asia Pacific	Global ElimIn	Total
2002 Actual	-	88,952	-	-	88,952
2003 YTD	-	80,883	-	-	80,883
2003 Plan	-	105,000	-	-	105,000

Product View	M&A	Other Advisory	Total Advisory	Total Debt *	Total Equity	IG Bonds	Other **	Total
2002 Actual	23,370	-	23,370	32,562	31,362	2,856	(1,199)	88,952
2003 YTD	4,361	-	4,361	52,526	22,213	2,194	(412)	80,883
2003 Plan	20,000	-	20,000	40,000	25,000	20,000	-	105,000

\* Total Debt includes IG Loan Fees, ABL, HY Bonds, Lev Loan Fees and Project Finance

\*\* Other includes Loan Shortfall, Other Global Markets and Principal Investing

NA Media  
Client Revenue by Product  
May 2003 MTD  
Euros ('000'S)

Client	Acquisition Advisory	Bonds- Corporate High Yield	Equity- Exchangeable Debt	Equity- Convertible Bonds	Strategic Lending Contracts	Bonds-Corp. Investment Grade	Corporate Finance Revenue	Loan Rev per GCIX	Derivatives per GCIX	Total Revenue	Tier
Hicks Muse Tale & Furst Inc	-	693	-	1,113	-	-	1,806	-	-	1,806	
Concast Corporation	-	-	-	-	-	1,055	1,055	-	-	1,055	
Thomas H Lee Partners	1,014	-	-	-	-	-	1,014	-	-	1,014	
Sinclair Broadcast Group Inc	-	110	-	294	-	-	403	-	-	403	
Vivendi Universal SA	-	-	99	-	-	-	99	-	-	99	
Viacom Inc	-	-	-	-	(49)	-	(49)	-	-	(49)	
							4,328			4,328	

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NA Media  
Client Revenue by Product  
May 2003 YTD  
 Euros ('000'S)

Client	Acquisition Advisory	Overseas Advisory	Fairness Opinion	Invest- Corporate High Yield	Senior Bank Debt	Equity- Exchangable Debt	Equity- Convertible Bonds	Equity- IPO	Equity- Secondary	Private Placement- Equity	Strategic Lending Contracts	Investment- Grade	Corporate Finance Revenue	Loan Rev per CCLX	Derivatives per CCLX	Total Revenue	Tier
EdcoStar Communications Corp	1,289	-	-	16,408	8,829	-	-	-	-	-	-	-	20,426	-	-	20,426	20,426
Vivendi Universal SA	-	-	-	-	-	20,800	-	-	-	-	-	-	20,800	-	-	20,800	20,800
BFL Donnelly Corp	-	-	-	7,487	5,011	-	-	-	-	-	-	-	12,497	-	-	12,497	12,497
General Motors Corporation	-	-	-	4,612	6,465	-	-	-	-	-	-	-	11,077	-	-	11,077	11,077
Allstream Communications Co	-	-	602	2,610	232	-	-	-	-	-	-	-	2,842	-	-	2,842	2,842
Hillside Music Tite & Funt Inc	-	-	-	693	324	-	1,113	-	-	-	-	-	2,138	-	-	2,138	2,138
Thomas H Lee Partners	1,014	-	-	-	-	-	-	-	-	-	-	-	1,338	-	-	1,338	1,338
Concast Corporation	-	-	-	-	-	-	-	-	-	-	-	-	1,362	-	-	1,362	1,362
ACME Communications Inc	-	923	-	-	-	-	-	-	-	-	-	-	923	-	-	923	923
Perry Bowes Inc	-	-	-	-	-	-	-	-	-	-	-	-	740	-	-	740	740
Sinclair Broadcast Group Inc	-	-	-	165	-	-	294	-	-	-	-	-	459	-	-	459	459
Tribune Company	-	-	-	33	-	-	-	-	70	-	-	-	103	-	-	103	103
Gray Television Inc	-	433	-	-	-	-	-	-	-	-	-	-	86	-	-	86	86
Clear Channel Communications Inc	-	-	-	-	-	-	-	-	-	-	-	-	61	-	-	61	61
Sirius Satellite Corp	-	-	-	-	-	-	-	-	-	-	-	-	45	-	-	45	45
Liberty Media Corporation	-	-	-	-	-	-	-	-	-	(5)	-	-	(5)	-	-	(5)	(5)
Village Inc	-	-	-	-	-	-	-	(58)	-	-	-	-	(58)	-	-	(58)	(58)
MediaNation Inc	-	-	-	-	-	-	-	-	-	-	-	-	(62)	-	-	(62)	(62)
AOL Time Warner Inc	-	-	-	-	-	-	-	-	-	-	-	-	(130)	-	-	(130)	(130)
Cartix Group (Tse)	-	-	-	(130)	-	-	-	-	-	-	-	-	(282)	-	-	(282)	(282)
Salem Communications Corp	-	-	-	(213)	-	-	-	-	-	-	-	-	(213)	-	-	(213)	(213)
Vision Inc	-	-	-	-	-	-	-	-	-	-	-	-	(282)	-	-	(282)	(282)
													80,283			80,283	80,283

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 11-JUN-2003**  
**EUROS IN 000'S**  
**GLOBAL MEDIA (1)**

PRODUCT	May Franchise Revenue	YTD(May) Franchise Revenue	Prior YTD Franchise Revenue	BMW PRIOR YTD Franchise Revenue	Jun Franchise Revenue	Balance Of Current Year Pipeline Thru 12/31	Sal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2003 Full Year Plan	BMW 2003 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Weighted(2)
M&A	1,377	7,093	27,022	(19,928)	-	56,712	11,024	18,117	35,000	(16,893)	6,000	-
Other Advisory	-	-	-	-	-	65	27	27	-	27	27	14
Total Advisory	1,377	7,093	27,022	(19,928)	-	56,786	11,051	18,144	35,000	(16,866)	6,027	14
ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-
HYCM	803	36,297	11,120	25,176	-	9,571	2,255	36,562	32,000	5,562	-	-
Loan Syndications	-	25,536	8,156	17,380	-	56,361	1,395	27,133	15,000	12,133	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	-	-	-	-	-	-	-	-	-	-	-
Equity Underwriting	803	61,836	19,278	42,666	-	65,952	3,880	65,895	60,000	15,695	-	-
Private Placement-Equity	1,858	22,954	29,741	(6,767)	2,462	48,949	22,292	47,708	65,000	(17,292)	-	-
Structured Equity Transactions Group	-	(5)	906	(913)	-	-	-	(5)	-	(5)	-	-
Total Equity	1,858	22,949	30,646	(7,700)	2,462	48,949	22,292	47,703	65,000	(17,287)	-	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Cost Hedging / Goodwill Funding / Loan Shortfall	(49)	(412)	(590)	178	-	-	-	(412)	-	(412)	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	1,055	2,164	1,268	925	-	1,835	182	2,376	-	2,376	-	-
Legacy PE / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	-	-	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	1,006	1,782	679	1,103	-	1,835	182	1,964	30,000	(28,036)	-	-
Total Corporate Finance Product	5,044	93,668	77,528	16,031	2,462	173,502	37,385	133,606	180,000	(48,494)	6,027	14

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
 2) Balance of Pipeline includes all full-re years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 11-JUN-2003  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue May	Franchise Revenue YTD(May)	Franchise Revenue Jun	Other Coverage Groups
Total M&A	Acme Communications - general advisory (D006356)	-	923	-	None
	Albritton Communications - General Advisory (News Ch 8) (D020686)	-	602	-	NA Lev Fin
	Boosey & Hawkes - divestiture advisory (Proj Brahms) / Brahms* (D015359)	-	870	-	EUR RESTR, CORBROK
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	1,389	-	NA FIN SPO, NA Lev Fin
	Holzbrinck - divestiture advisory - Project Seneca / Seneca (D026103)	-	1,500	-	GERMANY
	Taylor Nelson Sofres - acqn of NFO (Nectar) / Nectar (D030083)	362	362	-	None
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	1,014	1,014	-	EUR MEDIA, EUR SPON, NA CON, NA FIN SPO, NA Lev Fin
Total Advisory	Tribune Co. - general advisory (radio assets) (D002234)	-	433	-	EUR SPON, NA CON, NA FIN SPO, NA Lev Fin, NA MEDIA
		1,377	7,093	-	None
		1,377	7,093	-	
	Albritton Communications - HY (4Q 02) (D020406)	-	1,138	-	NA Lev Fin
	Albritton Communications - HY Offering (1Q03) (D030214)	-	1,472	-	NA Lev Fin
	Carlyle/Welsh - acq fmg for Qwest Dex East (Phase 1) / Phase (D023503)	-	(130)	-	NA FIN SPO, NA Lev Fin
	DirecTV - bank/HY financing (1Q 03) (D030500)	-	4,812	-	NA Lev Fin
Total HYCM	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	16,408	-	NA FIN SPO, NA Lev Fin
	Gray Television - HY offering (4Q 02) (D025884)	-	33	-	NA FIN SPO, NA Lev Fin
	Lin TV - convertible bond & HY offerings (2Q03) (D031437)	693	693	-	NA Lev Fin
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	7,487	-	NA FIN SPO
	Salem Communications - HY offering (4Q 02) (D027241)	-	(213)	-	NA Lev Fin
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	110	165	-	None
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	-	4,630	-	None
Total Loan Syndications		803	36,297	-	EUR SPON, NA FIN SPO, NA Lev Fin
		-	-	-	
	BSkyB - GBP500mm revolving credit facility for refinancing (D025788)	-	851	-	CORBROK
	DirecTV - bank/HY financing (1Q 03) (D030500)	-	6,465	-	NA Lev Fin
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	8,829	-	NA FIN SPO, NA Lev Fin
	Lin TV - bank financing (1Q 03) (D030158)	-	232	-	NA FIN SPO
	NTL - back stop facility - bank debt (D014642)	-	3,826	-	EUR SPON
Total Debt Products	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	5,011	-	EUR MEDIA, EUR SPON, EURLEVFIN, NA FIN SPO, NA Lev Fin
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	-	324	-	EUR SPON, EURLEVFIN, NA FIN SPO, NA Lev Fin, NA MEDIA
		-	25,538	-	
		803	61,835	-	
		-	-	-	
	Getty Images - \$240mm Convertible Offering (Q2 2003) (D032057)	-	-	2,462	None
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	70	-	NA Lev Fin
Total Equity Underwriting	Lin TV - convertible bond & HY offerings (2Q03) (D031437)	1,113	1,113	-	NA FIN SPO
	MediaNation - Sponsoring Agreement (D027084)	-	(58)	-	ASIA SPON, CHINA
	SES Global - Eur 700mm - Eur 1bn IPO - Project Gerard2 / Gerard2 (D013536)	-	74	-	GERMANY
	Sinclair Broadcast Group - convertible offering (2Q 03) (D031655)	294	294	-	None
	Taylor Nelson Sofres - equity issue for NFO acqn / Nectar (equity) (D031870)	353	353	-	BENELUX, CORBROK, EUR P PLMT, NA CON
	Vivendi - exchangeable bond trade (Project Hydra) / Hydra (D023323)	99	20,800	-	FRANCE
	Vivendi Universal - EUR 1bn mandatory convertible bond (D026623)	-	308	-	None
Total Equity Underwriting		1,858	22,954	2,462	
Village mfm (M1575)		-	(5)	-	

FRANCHISE - REVENUE BY DEAL  
AS OF: 11-JUN-2003  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue May	Franchise Revenue YTD(May)	Franchise Revenue Jun	Other Coverage Groups
Total Private Placement-Equity		-	(5)	-	None
Total Equity		1,858	22,949	2,462	
	AOL Time Warner - Strategic Lending Contract (M4545)	-	(62)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(49)	(263)	-	None
	Tribune - Strategic Lending Contract (M6230)	-	(68)	-	None
	Viacom - Strategic Lending Contract (M5907)	-	(19)	-	None
Total Cost Hedging / Goodwill Funding / Loan Shortfall		(48)	(412)	-	None
	Clear Channel - IG Bond (M5002)	-	86	-	None
	Comcast - IG offering (2Q03) (D031603)	1,055	1,055	-	None
	Comcast Corp - IG offering (1Q 03) (D026353)	-	207	-	None
	Liberty Media - IG offering (2Q03) (D031643)	-	45	-	None
	Pitney Bowes - IG Offering (Q2 2003) (D031561)	-	740	-	None
	Scholastic - IG Bond Revenue (M5188)	-	61	-	None
Total GM DCM JV		1,055	2,194	-	None
Total Legacy Portfolios / Cross Selling / Other		1,006	1,782	-	
Total Corporate Finance Product		5,044	93,658	2,462	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 11-JUN-2003  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value					Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
			Jun	Jul	Aug	Sep					
Total M&A	Boosey & Hawkes - divestiture advisory (Proj Brahm's) / Brahms* (D015359)	50	1,000	-	-	-	-	-	-	1,000	500
	BusinessWire - general advisory (D005685)	25	-	-	-	-	-	4,254	-	4,254	1,063
	Carlyle/Providence/TH Lee - advfin for Seat Pagine - Sole / Sole (D031074)	0	-	7,000	-	-	-	-	-	7,000	-
	Deutsche Telekom - sale of DeTeMedien (Pyramid) / Pyramid (D026059)	0	-	-	-	-	-	5,000	-	5,000	-
	Deutsche Telekom - Sales options for 16% stake in SES (D011448)	0	-	-	-	-	-	-	6,000	6,000	-
	Eastman Kodak - Project Bravo (2003) / Bravo (formerly Photo Finish) (D031684)	25	-	-	-	-	-	3,828	-	3,828	957
	Emilia Communications - strategic options (D026116)	0	-	-	-	-	-	3,403	-	3,403	-
	M Davis & Sponsors-EXCLUSIVITY for VUE (Project Vivaldi) / Vivaldi (D025911)	25	-	-	-	-	-	12,762	-	12,762	3,190
	Person pic - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	5,000	-	-	5,000	1,250
	Scientific-Atlantic - Acq of Netgear (D031555)	0	-	-	-	-	2,552	-	-	2,552	-
Total M&A	Taylor & Francis - pct acqn of Blackwell STM publishing subs (D012872)	25	-	-	-	-	-	4,000	-	4,000	1,000
	Taylor Nelson Sofres - acqn of NFO (Nectar) / Nectar (D030053)	75	1,000	4,084	-	-	-	-	-	4,084	3,063
			1,000	11,084	-	-	7,552	37,076	6,000	62,712	11,024
Total Other Advisory	MediaNation - Sponsoring Agreement (D027084)	50	27	-	-	-	-	27	27	82	41
			27	-	-	-	-	27	27	82	41
Total Advisory	Carlyle/Weish - acq Incg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	-	6,296	-	-	-	-	-	6,296	1,574
	Crown Media - HY - Q2 03 (D031553)	25	-	-	-	-	1,063	-	-	1,063	268
	Spanish Broadcasting - financing options (2003) (D031597)	0	-	-	-	-	1,361	-	-	1,361	-
	Young Broadcasting - \$250mm refinancing Q3 03 (D031269)	50	-	851	-	-	-	-	-	851	425
			-	7,147	-	-	2,425	(0)	-	9,571	2,285
Total Loan Syndications	Carlyle/Providence/TH Lee - advfin for Seat Pagine - Sole / Sole (D031074)	0	-	50,000	-	-	-	-	-	50,000	-
	Carlyle/Weish - acq Incg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	-	5,105	-	-	-	-	-	5,105	1,276
	Gray TV - Bank Debt Q2 03 (D031915)	25	-	-	-	-	-	1,276	-	1,276	319
			-	66,381	-	-	-	-	-	66,381	1,595
Total Debt Products			-	63,627	-	-	2,425	-	-	66,052	3,880
			-	-	-	-	-	-	-	-	-
Total Equity Underwriting	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	-	-	15,000	-	15,000	-
	Citadel Broadcasting - IPO (D023066)	50	-	-	-	-	2,552	-	-	2,552	1,276
	Salem Communications - secondary offering (Q3 02) (D024428)	25	-	-	-	-	-	1,063	-	1,063	268
	SES Global - Eur 700mm - Eur 1bn IPO - Project Gerard / Gerard (D013535)	50	-	-	-	-	-	8,000	-	8,000	4,000
	Time Warner Entertainment - IPO (D026173)	75	-	-	-	-	22,333	-	-	22,333	16,750
			-	-	-	-	24,885	24,063	-	49,949	22,292
Total Equity			-	-	-	-	24,885	24,063	-	48,949	22,292
			-	-	-	-	-	-	-	-	-
Total GM DCM JV	Comcast Corp - IG offering (2H 03) (D031604)	0	1,108	-	-	-	-	-	-	1,108	-
	Pliny Bowes - IG Offering (Q2 2003) (D031561)	25	729	-	-	-	-	-	-	729	182
			1,835	-	-	-	-	-	-	1,835	182
Total Legacy Portfolios / Cross Selling / Other			1,835	-	-	-	-	-	-	1,835	182
			-	-	-	-	-	-	-	-	-
Total Corporate Finance Product			2,862	74,611	-	-	34,862	61,166	8,027	178,529	37,399

**FRANCHISE - REVENUE & PIPELINE BY MID & DIR**  
**2003.05.11 (Wed)**  
**EUROS IN 000'S**  
**Global Media**

BANKER	DEAL	PRODUCT	PROB	MAY FRANCHISE VALUE	YTD MAY FRANCHISE VALUE	JUN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Jeffrey	Citadel Broadcasting - IPO (D0223066)	Equity-IPO	50%	-	-	-	2,552	-
	DirectTV - bank/HY financing (1Q 03) (D0335000)	Bonds-Corporate High Yield	N/A	-	4,612	-	-	-
	DirectTV - bank/HY financing (1Q 03) (D0335007)	Senior Bank Debt	N/A	-	6,465	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D0146011)	Acquisition Advisory	N/A	-	1,389	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D0146011)	Bonds-Corporate High Yield	N/A	-	16,408	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D0146011)	Senior Bank Debt	N/A	-	8,929	-	-	-
	Sinclair Broadcast Group - convertible offering (4Q 02) (D026013)	Bonds-Corporate High Yield	N/A	-	165	-	-	-
	Sinclair Broadcast Group - convertible offering (2Q 03) (D031655)	Equity-Convertible Bonds	N/A	-	284	-	-	-
	Spanish Broadcasting - financing options (2003) (D031597)	Bonds-Corporate High Yield	0%	-	-	-	1,961	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versalles (D025086)	Acquisition Advisory	N/A	-	1,014	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versalles (D025086)	Bonds-Corporate High Yield	N/A	-	4,630	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versalles (D025086)	Senior Bank Debt	N/A	-	324	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Carlyle/Providence/TH Lee - adv/in for Seat Pagine - Sole (D031074)	Acquisition Advisory	0%	-	-	-	7,000	-
Austin, Geoffrey	Carlyle/Providence/TH Lee - adv/in for Seat Pagine - Sole (D031074)	Senior Bank Debt	0%	-	-	-	50,000	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versalles (D025086)	Acquisition Advisory	N/A	-	1,014	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versalles (D025086)	Bonds-Corporate High Yield	N/A	-	4,630	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versalles (D025086)	Senior Bank Debt	N/A	-	324	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	2,552	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Senior Bank Debt	N/A	-	(130)	-	5,105	-
	Citadel Broadcasting - IPO (D023066)	Equity-IPO	50%	-	-	-	2,552	-
	Emmis Communications - strategic options (D026116)	Other M&A Advisory	0%	-	-	-	3,403	-
	MediaNation - Sponsoring Agreement (D027084)	Consultancy Advisory	50%	-	(58)	-	55	27
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Equity-IPO	N/A	-	(58)	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield	N/A	-	7,487	-	-	-
	Sinclair Broadcast Group - convertible offering (2Q 03) (D031655)	Senior Bank Debt	N/A	-	5,011	-	-	-
	Acme Communications - general advisory (D006350)	Equity-Convertible Bonds	N/A	-	294	-	-	-
Chang, Liz	Albritton Communications - General Advisory (News Ch 8) (D020686)	Divestiture Advisory	N/A	-	923	-	-	-
	Albritton Communications - HY (4Q 02) (D020406)	Fairness Opinion	N/A	-	602	-	-	-
	Albritton Communications - HY Offering (1Q03) (D030214)	Bonds-Corporate High Yield	N/A	-	1,138	-	-	-
	Crown Media - HY - Q2 03 (D031553)	Bonds-Corporate High Yield	N/A	-	1,472	-	-	-
	Gray TV - Bank Debt Q2 03 (D031915)	Bonds-Corporate High Yield	25%	-	-	-	1,063	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Senior Bank Debt	N/A	-	33	-	1,278	-
	Lin TV - bank financing (1Q 03) (D030158)	Equity-Secondary	N/A	-	70	-	-	-
	Lin TV - convertible bond & HY offerings (2Q03) (D031437)	Senior Bank Debt	N/A	-	232	-	-	-
	Lin TV - convertible bond & HY offerings (2Q03) (D031437)	Bonds-Corporate High Yield	N/A	-	693	-	-	-
	Salem Communications - HY offering (4Q 02) (D027241)	Equity-Convertible Bonds	N/A	-	1,113	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Bonds-Corporate High Yield	N/A	-	(213)	-	-	-
	Time Warner Entertainment - IPO (D026173)	Equity-IPO	75%	-	-	-	1,063	-
	Tribune Co - general advisory (radio assets) (D002234)	Equity-Secondary	25%	-	-	-	22,333	-
	Young Broadcasting - \$250mm refinancing Q3 03 (D031289)	Divestiture Advisory	N/A	-	433	-	-	-
Dunn, David R.	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	851	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Senior Bank Debt	25%	-	-	-	6,296	-
	Carlyle/Welsh - acq fncg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	Bonds-Corporate High Yield	N/A	-	(130)	-	5,105	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield	N/A	-	7,487	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	N/A	-	5,011	-	-	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-Secondary	0%	-	-	-	15,000	-
	Deutsche Telekom - sale of DeTeMedia (Pyramid) (D026058)	Divestiture Advisory	0%	-	-	-	5,000	-
	Holtzbrink - divestiture advisory - Project Seneca (D026103)	Divestiture Advisory	N/A	-	1,500	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defence Advisory	25%	-	-	-	5,000	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	851	-
	Carlyle/Welsh - acq fncg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	Senior Bank Debt	25%	-	-	-	6,296	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield	N/A	-	7,487	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	N/A	-	5,011	-	-	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-Secondary	0%	-	-	-	15,000	-
Eibi, Tobias	Deutsche Telekom - sale of DeTeMedia (Pyramid) (D026058)	Divestiture Advisory	0%	-	-	-	5,000	-
	Holtzbrink - divestiture advisory - Project Seneca (D026103)	Divestiture Advisory	N/A	-	1,500	-	-	-

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**FRANCHISE - REVENUE & PIPELINE BY MD & DR**  
**2003-06-11 (Wed)**  
**EUROS IN 000s**  
**Global Media**

BANKER	DEAL	PRODUCT	PROB	MAY FRANCHISE VALUE	YTD MAY FRANCHISE VALUE	JUN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Faustich, Blair	TH Lee/Bair/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versallies (D025086)	Acquisition Advisory	N/A	1,014	1,014	-	-	-
	TH Lee/Bair/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versallies (D025086)	Bonds-Corporate High Yield	N/A	-	4,830	-	-	-
	TH Lee/Bair/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versallies (D025086)	Senior Bank Debt	N/A	-	324	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Cladel Broadcasting - IPO (D023086)	Equity-IPO	50%	-	-	-	2,552	-
	DirectTV - bank/HY financing (1Q 03) (D030500)	Bonds-Corporate High Yield	N/A	-	4,512	-	-	-
	DirectTV - bank/HY financing (1Q 03) (D030500)	Senior Bank Debt	N/A	-	6,485	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014801)	Acquisition Advisory	N/A	-	1,388	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014801)	Bonds-Corporate High Yield	N/A	-	16,408	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014801)	Senior Bank Debt	N/A	-	8,829	-	-	-
Graves, Daniel E.	Ernst Communications - strategic options (D026116)	Other M&A Advisory	0%	-	-	-	3,403	-
	Ernst Communications - strategic options (D026116)	Bonds-Corporate High Yield	N/A	110	165	-	-	-
	Smclair Broadcast Group - convertible offering (2Q 03) (D031655)	Equity-Convertible Bonds	N/A	284	284	-	-	-
	Spanish Broadcasting - financing options (2003) (D031597)	Bonds-Corporate High Yield	0%	-	-	-	1,361	-
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	Fairness Opinion	N/A	-	602	-	-	-
	Allbritton Communications - HY (4Q 02) (D020408)	Bonds-Corporate High Yield	N/A	-	1,138	-	-	-
	Allbritton Communications - HY Offering (1Q 03) (D030214)	Bonds-Corporate High Yield	N/A	-	1,472	-	-	-
	Crown Media - HY - Q2 03 (D031553)	Bonds-Corporate High Yield	25%	-	-	-	1,063	-
	Gray TV - Bank Debt Q2 03 (D031915)	Senior Bank Debt	25%	-	33	-	1,276	-
	Gray Television - bank/equity financing (4Q 02) (D025884)	Bonds-Corporate High Yield	N/A	-	70	-	-	-
Lovegrove, Stephen	Gray Television - bank/equity financing (4Q 02) (D025884)	Equity-Secondary	N/A	-	(213)	-	-	-
	Salem Communications - HY offering (4Q 02) (D027241)	Bonds-Corporate High Yield	25%	-	-	-	1,063	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	N/A	-	433	-	-	-
	Tribune Co - general advisory (radio assets) (D022234)	Divestiture Advisory	N/A	-	-	-	-	-
	Axel Springer/Kitch - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-Secondary	0%	-	-	-	15,000	-
	BSN/B - GBP600mm revolving credit facility for refinancing (D025768)	Senior Bank Debt	N/A	-	851	-	-	8,000
	Deutsche Telekom - Sale options for 16% stake in SES (D01449)	Divestiture Advisory	0%	-	-	-	-	-
	M Davis & Sponsors - EXCLUSIVITY for VUE (Project Vivendi) / Vivaldi (D025611)	Acquisition Advisory	25%	-	-	-	12,762	-
	PeerSon plc - strategic advisory re Interactive Data Corp (D025665)	Acquisition Advisory	0%	-	-	-	3,828	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	5,000	-
Macinnas, Bruce	SES Global - Eur 700mm - Eur 1bn IPO - Project Phoenix / Phoenix (D023912)	Equity-IPO	50%	-	-	-	8,000	-
	SES Global - Eur 700mm - Eur 1bn IPO - Project Phoenix / Phoenix (D023912)	Equity-IPO	N/A	-	74	-	-	-
	SES Global - Eur 700mm - Eur 1bn IPO - Project Phoenix / Phoenix (D023912)	Equity-IPO	N/A	1,014	1,014	-	-	-
	TH Lee/Bair/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versallies (D025086)	Acquisition Advisory	N/A	-	4,630	-	-	-
	TH Lee/Bair/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versallies (D025086)	Bonds-Corporate High Yield	N/A	-	324	-	-	-
	TH Lee/Bair/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versallies (D025086)	Senior Bank Debt	N/A	-	-	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Carlyle/Provident/TH Lee - advm for Seat Paghe - Sole / Sole (D031074)	Acquisition Advisory	0%	-	-	-	7,000	-
	Carlyle/Provident/TH Lee - advm for Seat Paghe - Sole / Sole (D031074)	Senior Bank Debt	0%	-	-	-	50,000	-
	M Davis & Sponsors - EXCLUSIVITY for VUE (Project Vivendi) / Vivaldi (D025611)	Acquisition Advisory	25%	-	-	-	12,762	-
Meunus, Zach	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	5,000	-
	StoryFirst - valuation of Russian assets (D025060)	Valuation	N/A	-	-	-	-	-
	Taylor Nelson Sofres - acqn of NFO (Nectar) / Nectar (D030083)	Acquisition Advisory	75%	-	362	-	4,084	-
	Taylor Nelson Sofres - acqn of NFO (Nectar) / Nectar (D030083)	Acquisition Advisory	N/A	362	362	-	-	-
	Taylor Nelson Sofres - equity issue for NFO acqn / Nectar (equity) (D031870)	Equity-Rights	N/A	353	353	-	-	-
	Liberty Media - IG offering (2Q 03) (D031643)	Bonds-Corp. Investment Grade	N/A	-	45	-	-	-
	M Davis & Sponsors - EXCLUSIVITY for VUE (Project Vivendi) / Vivaldi (D025611)	Acquisition Advisory	25%	-	20,800	-	12,762	-
	Vivendi - exchangeable bond trade (Project Hydra) / Hydra (D023323)	Equity-Exchangeable Debt	N/A	96	-	-	-	-
	Getty Images - \$240mm Convertible Offering (Q2 2003) (D032057)	Equity-Convertible Bonds	N/A	-	-	2,462	-	-
	Time Warner Entertainment - IPO (D026173)	Equity-IPO	75%	-	-	-	22,333	-
Morris, J L Malcolm	Acme Communications - general advisory (D006356)	Divestiture Advisory	N/A	-	923	-	-	-
	Lin TV - bank financing (1Q 03) (D030158)	Senior Bank Debt	N/A	-	232	-	-	-

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
 2003-06-11 (Wed)  
 EURS IN 000'S  
 Global Media

BANKER	DEAL	PRODUCT	PROB	MAY FRANCHISE VALUE	YTD MAY FRANCHISE VALUE	JUN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Thun-Hohenstein, Christian	Un TV - convertible bond & HY offerings (2Q03) (D031437)	Bonds-Corporate High Yield	N/A	693	893	-	-	-
	Un TV - convertible bond & HY offerings (2Q03) (D031437)	Equity-Convertible Bonds	N/A	1,113	1,113	-	-	-
	Young Broadcasting - \$250mm refinancing Q3 03 (D031269)	Bonds-Corporate High Yield	50%	-	-	-	851	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	-	6,000
Tritto, Dyan	NTL - back stop facility - bank debt (D014642)	Senior Bank Debt	N/A	-	3,826	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Vivendi - exchangeable bond trade (Project Hydra) / Hydra (D023323)	Equity-Exchangeable Debt	N/A	89	20,800	-	-	-
	Vivendi Universal - EUR 1bn mandatory convertible bond (D026623)	Equity-Convertible Bonds	N/A	-	118	-	-	-
	Vivendi Universal - EUR 1bn mandatory convertible bond (D026623)	Equity-Secondary	N/A	-	190	-	-	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	4,254	-
Yung, Sun J.	Liberty Media - IG offering (2Q03) (D031643)	Bonds-Corp. Investment Grade	N/A	-	45	-	-	-
	Comcast - IG offering (2Q03) (D031603)	Bonds-Corp. Investment Grade	N/A	1,056	1,056	-	-	-
	Comcast Corp - IG offering (1Q 03) (D028353)	Bonds-Corp. Investment Grade	N/A	-	207	-	-	-
	Comcast Corp - IG offering (2H 03) (D031604)	Bonds-Corp. Investment Grade	0%	-	-	-	1,106	-
	Eastman Kodak - Project Bravo (2003) / Bravo (formerly Photo Finish) (D031694)	Acquisition Advisory	25%	-	-	-	3,826	-
	Pitney Bowes - IG Offering (Q2 2003) (D031561)	Bonds-Corp. Investment Grade	25%	-	-	-	728	-
	Pitney Bowes - IG Offering (Q2 2003) (D031561)	Bonds-Corp. Investment Grade	N/A	-	740	-	-	-
	Scientific-Atlantic - Acq of Netgear (D031555)	Acquisition Advisory	0%	-	-	-	2,552	-

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 11-JUN-2003**  
**EUROS IN THOUS**  
**BY MEDIAN**

PRODUCT	May Franchise Revenue	YTD(May) Franchise Revenue	Prior YTD Franchise Revenue	BIW PRIOR YTD Franchise Revenue	% Change Year Over Year	Jun Franchise Revenue	Balance Of Current Year Thru 12/31 Pipling	Bal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Actual	BIW 2002 Full Year Actual	% Change 2003 Full Year Forecast over 2002 Full Year Actual	2003 Full Year Plan	BIW 2003 Full Year Plan
M&A	1,014	4,381	19,857	(15,496)	-78%	-	25,799	5,211	8,572	23,370	(13,786)	-58%	20,000	(10,426)
Other Advisory	-	-	-	-	-	-	55	27	27	-	27	-	-	27
Total Advisory	1,014	4,381	19,857	(15,496)	-78%	-	25,854	5,238	8,600	23,370	(13,770)	-58%	20,000	(10,400)
ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-	-	-
HYCM	603	31,666	11,120	20,546	186%	-	9,571	2,265	33,931	16,700	15,201	81%	25,600	8,331
Loan Syndications	-	20,960	7,866	12,894	166%	-	6,391	1,595	22,456	13,832	6,624	82%	12,000	10,456
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	803	52,626	19,986	33,640	177%	-	15,962	3,860	56,397	32,562	23,826	73%	40,000	16,367
Equity Underwriting	1,505	22,219	24,480	(2,262)	-9%	2,462	25,949	19,292	42,873	30,454	12,519	41%	25,000	17,973
Private Placement-Equity	-	(5)	808	(813)	-101%	-	-	-	(5)	909	(9'3)	-101%	-	(5)
Structured Equity Transactions Group	1,505	22,213	25,388	(3,175)	-13%	2,462	25,949	19,292	42,867	31,362	11,605	37%	24,000	17,967
Total Equity	(49)	(412)	(593)	178	-30%	-	-	-	(412)	-	(412)	-	-	(412)
Capital Benefits / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost Hedging / Goodwill Funding / Loan Shortfall	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM IV	1,055	2,104	1,268	925	73%	-	1,835	182	2,376	2,856	(480)	-17%	-	2,376
Legacy / PC / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	(1,193)	1,199	-100%	-	-
Principal Investing / RE Exceptions / Other	1,006	1,782	679	1,103	163%	-	1,636	182	1,944	1,667	307	18%	20,000	(16,036)
Total Legacy Portfolios / Cross Selling / Other	4,328	80,883	64,310	16,573	25%	2,462	70,350	27,573	110,318	88,932	21,966	25%	105,000	5,318
Total Corporate Finance Product														

Notes:

1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals

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FRANCHISE REVENUE BY DEAL  
AS OF: 11-JUN-2003  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue May	Franchise Revenue YTD(May)	Franchise Revenue Jun	Other Coverage Groups
	Acme Communications - general advisory (D006356)	-	923	-	None
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	802	-	NA Lev Fin
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	1,389	-	NA FIN SPO, NA Lev Fin
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025096)	1,014	1,014	-	EUR MEDIA, EUR SPON, NA CON, NA FIN SPO, NA Lev Fin
	Tribune Co - general advisory (radio assets) (D002234)	-	433	-	None
<b>Total M&amp;A</b>		<b>1,014</b>	<b>4,361</b>	-	
<b>Total Advisory</b>		<b>1,014</b>	<b>4,361</b>	-	
	Allbritton Communications - HY (4Q 02) (D020406)	-	1,136	-	NA Lev Fin
	Allbritton Communications - HY Offering (1Q 03) (D030214)	-	1,472	-	NA Lev Fin
	Carlyer/Welsh - acq fmg for Qwest Dex East (Phase 1) (D023503)	-	(130)	-	NA FIN SPO, NA Lev Fin
	DirecTV - bank/HY financing (1Q 03) (D030500)	-	4,612	-	NA Lev Fin
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	16,406	-	NA FIN SPO, NA Lev Fin
	Gray Television - HY offering (4Q 02) (D025684)	-	33	-	NA Lev Fin
	Lin TV - convertible bond & HY offerings (2Q 03) (D031437)	693	683	-	NA FIN SPO
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	7,487	-	NA Lev Fin
	Salem Communications - HY offering (4Q 02) (D027241)	-	(213)	-	None
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	110	165	-	None
<b>Total HYCM</b>		<b>803</b>	<b>31,666</b>	-	
	DirecTV - bank/HY financing (1Q 03) (D030500)	-	6,465	-	NA Lev Fin
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	8,829	-	NA FIN SPO, NA Lev Fin
	Lin TV - bank financing (1Q 03) (D030158)	-	232	-	NA FIN SPO
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	5,011	-	NA Lev Fin
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	-	324	-	EUR MEDIA, EUR SPON, EURLEVFIN, NA FIN SPO, NA Lev Fin
<b>Total Loan Syndications</b>		-	<b>20,860</b>	-	
<b>Total Debt Products</b>		<b>803</b>	<b>52,526</b>	-	
	Getty Images - \$240mm Convertible Offering (Q2 2003) (D032057)	-	-	2,462	None
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	70	-	NA Lev Fin
	Lin TV - convertible bond & HY offerings (2Q 03) (D031437)	1,113	1,113	-	NA FIN SPO
	MediaNation - Sponsoring Agreement (D027084)	-	(58)	-	ASIA SPON, CHINA
	Sinclair Broadcast Group - convertible offering (2Q 03) (D031855)	294	284	-	None
	Vivendi - exchangeable bond trade (Project Hydra) / Hydra (D023323)	99	20,800	-	FRANCE
<b>Total Equity Underwriting</b>		<b>1,505</b>	<b>22,219</b>	<b>2,462</b>	
	Village mfm (M1575)	-	(5)	-	None
<b>Total Private Placement-Equity</b>		-	<b>(5)</b>	-	
<b>Total Equity</b>		<b>1,505</b>	<b>22,213</b>	<b>2,462</b>	
	AOL Time Warner - Strategic Lending Contract (M4545)	-	(62)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(49)	(263)	-	None
	Tribune - Strategic Lending Contract (M6230)	-	(68)	-	None
	Viacom - Strategic Lending Contract (M5907)	-	(19)	-	None
<b>Total Cost Hedging / Goodwill Funding / Loan Shortfall</b>		<b>(49)</b>	<b>(412)</b>	-	

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FRANCHISE - REVENUE BY DEAL  
AS OF 11 JUN 2003  
EUROSIN Q03  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue May	Franchise Revenue YTD(May)	Franchise Revenue Jun	Other Coverage Groups
	Clear Channel - IG Bond (M6002)	-	86	-	None
	Comcast - IG offering (2Q03) (D031603)	1,055	1,055	-	None
	Comcast Corp - IG offering (1Q 03) (D028353)	-	207	-	None
	Liberty Media - IG offering (2Q03) (D031643)	-	45	-	None
	Pliny Bowes - IG Offering (Q2 2003) (D031561)	-	740	-	None
	Scholastic - IG Bond Revenue (M6188)	-	61	-	None
Total GM DCM JV		1,055	2,194	-	
Total Legacy Portfolios / Cross Selling / Other		1,006	1,782	-	
Total Corporate Finance Product		4,328	80,883	2,462	

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